



#### Board of Directors

Carolyn M. Astfalk  
*Chair*

Anne Marie Manning, M.D.  
*Secretary*

Kyle P. Stuckey, CPA  
*Treasurer*

Kevin I. Bagatta, Esq.  
*President & CEO*

Kevin J. Millar

Rita T. Heisey, R.N.

#### Officers

Thomas A. Lang, Esq.  
*Vice President - Operations*

Clifford W. McKeown, Esq.  
*Vice President - Administration*

Invoice No.: IND-1014-0011

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204


Invoice Date: 9/25/15  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

---

#### Description of Services

Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2014 - 9/30/2015  
Contract Amount: \$1,000,000.00  
Contract Number: A70-5-041137  
Date of Services: 8/1/2015 - 8/31/2015  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$ 92,561.53  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



**STANDARDS FOR  
EXCELLENCE**

Accredited under the  
Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

Real Alternatives, Inc. A70-5-041137  
Indiana Pregnancy & Support Services Program  
October 1, 2014 - September 30, 2015

Expense Type	Budget (Expense Detail)	Revised at 8/31/15 Budgeted Cost	Actual Expenses YTD-July 2015	Actual Expenses Aug-15	Remaining Cost Sep 2015 to Sep-2015
Administrative	Salary Accountant	\$2,000.00			\$2,000.00
Administrative	Salary AD of Finance	\$500.00	196.22		\$303.78
Services	Salary Services Coordinator	\$3,000.00	1,216.52	-	\$1,783.48
Services	Salary Billing Coordinator	\$4,000.00	1,601.11	256.50	\$2,142.39
Services	Salary Services Assistance	\$2,000.00	82.36	3.77	\$1,913.87
Administrative	Salary Bookkeeper	\$3,000.00	412.51	75.00	\$2,512.49
Services	Salary Regional Services Director	\$0.00	-	-	\$0.00
Administrative	Salary President	\$35,000.00	30,461.86	1,986.53	\$2,551.61
Services	Salary Service Provider Approval	\$5,000.00	2,086.73	13.50	\$2,899.77
Services	Salary Service Provider Monitoring	\$3,000.00	202.34	-	\$2,797.66
Services	Salary Hotline Counselor	\$2,000.00	515.91	47.78	\$1,436.31
Administrative	Salary VP of Administration	\$6,000.00	3,132.25	133.89	\$2,733.86
Services	Salary VP of Operations	\$17,500.00	13,680.68	446.40	\$3,372.92
	Subtotal	\$83,000.00	53,588.49	2,963.37	26,448.14
Administrative	Fringe Employee Group Ins	\$11,000.00	6,615.07	317.79	\$4,067.14
Services	Fringe Employee Group Ins	\$11,000.00	3,796.28	180.79	\$7,022.93
Administrative	Fringe Payroll Taxes	\$5,000.00	1,877.77	43.14	\$3,079.09
Services	Fringe Payroll Taxes	\$6,200.00	1,313.28	51.71	\$4,835.01
Administrative	Fringe Pension	\$3,000.00	930.95	64.73	\$2,004.32
Services	Fringe Pension	\$1,200.00	448.27	15.60	\$736.13
Administrative	Fringe Workers' Comp	\$200.00	101.20	5.80	\$93.00
Services	Fringe Workers' Comp	\$335.00	81.07	4.75	\$249.18
	Subtotal	\$37,935.00	15,163.89	684.31	22,086.80
Administrative	Travel Travel/Lodging	\$1,000.00	4.60	-	\$995.40
Services	Travel Travel	\$10,000.00	1,448.93	-	\$8,551.07
	Subtotal	\$11,000.00	1,453.53	-	9,546.47
Administrative	Supplies Office Supply Expense	\$9,880.00	1,898.64	412.56	\$7,568.80
Administrative	Supplies Computer Resources/Upgrades	\$20,000.00	16,081.22		\$3,918.78
Services	Supplies Client Education Materials	\$162.00	162.00		\$0.00
Services	Supplies Pregnancy Test Kits	\$0.00	-	-	\$0.00
	Subtotal	\$30,042.00	18,141.86	412.56	11,487.58
Administrative	Contract Accounting/IT/Legal consulting	\$6,000.00	765.56		\$5,234.44
Administrative	Contract Auditing	\$1,935.00	1,192.63	71.26	\$671.11
Administrative	Contract Copier Service Contracts	\$300.00	165.31	8.94	\$125.75
Services	Contract Client Service Providers	\$792,603.00	700,299.93	87,697.04	\$4,606.03
Services	Contract Services Advertising	\$0.00	-		\$0.00
Services	Contract Meetings/Seminars/Conference	\$0.00	-		\$0.00
Services	Contract Services Database Consulting	\$15,000.00	6,862.94	318.75	\$7,818.31
	Subtotal	\$815,838.00	\$709,286.37	\$88,095.99	18,455.64
Administrative	Other Professional Development	\$1,000.00	326.53	46.75	\$626.72
Administrative	Other Job advertising	\$200.00	-		\$200.00
Administrative	Other New employee screening	\$100.00	-		\$100.00
Administrative	Other Postage/Shipping	\$1,000.00	637.98	35.41	\$326.61
Administrative	Other Rent	\$12,845.00	3,572.21	219.73	\$9,053.06
Administrative	Other Telephone Service	\$2,715.00	927.58	51.28	\$1,736.14
Administrative	Other General Business Liability Ins	\$575.00	177.47	10.62	\$386.91
Administrative	Other Insurance - Directors & Officers	\$750.00	427.21	25.89	\$296.90
Services	Other Hotline Referral System	\$3,000.00	242.81	15.62	\$2,741.57
Services	Other Contract Clostout Cost	\$0.00	-		\$0.00
	Subtotal	\$22,185.00	\$6,311.79	\$405.30	15,467.91
	Administrative	\$124,000.00	69,904.77	3,509.32	50,585.91
	Services	\$876,000.00	734,041.16	89,052.21	\$52,906.63
	Total	\$1,000,000.00	803,945.93	92,561.53	103,492.54

Real Alternatives  
Actual Services Expenses  
Indiana Fiscal Year 2014-2015

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost
Personnel	Revised at 8/31/15	thru YTD July 2015	August 2015	Sep-2015 to Sep-2015
Vice President of Operations	\$ 17,500.00	\$ 13,680.68	\$ 446.40	\$ 3,372.92
Regional Services Director		\$ -		\$ -
Services Coordinator	3,000.00	\$ 1,216.52	\$ -	\$ 1,783.48
Billing Coordinator	4,000.00	\$ 1,601.11	\$ 256.50	\$ 2,142.39
Services Assistance	2,000.00	\$ 82.36	\$ 3.77	\$ 1,913.87
Service Provider Approval	5,000.00	\$ 2,086.73	\$ 13.50	\$ 2,899.77
Service Provider Monitoring	3,000.00	\$ 202.34	\$ -	\$ 2,797.66
Hotline Counselor	2,000.00	\$ 515.91	\$ 47.78	\$ 1,436.31
Payroll Taxes	6,200.00	\$ 1,313.28	\$ 51.71	\$ 4,835.01
Workers Compensation Insurance	335.00	\$ 81.07	\$ 4.75	\$ 249.18
Pension	1,200.00	\$ 448.27	\$ 15.60	\$ 736.13
Employee Group Insurance	11,000.00	\$ 3,796.28	\$ 180.79	\$ 7,022.93
				\$ -
<b>Total Personnel</b>	<b>\$ 55,235.00</b>	<b>\$ 25,024.55</b>	<b>\$ 1,020.80</b>	<b>\$ 29,189.65</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$ 162.00	\$ 162.00		\$ -
Services Advertising	-	\$ -	\$ -	\$ -
Travel/Lodging To Service Providers	10,000.00	\$ 1,448.93	\$ -	\$ 8,551.07
Srvcs Database Consulting & Dev	15,000.00	\$ 6,862.94	318.75	\$ 7,818.31
Client Service Providers	792,603.00	\$ 700,299.93	\$ 87,697.04	\$ 4,606.03
Hotline Referral System	3,000.00	\$ 242.81	\$ 15.62	\$ 2,741.57
Contract Closeout Cost	-	\$ -		\$ -
Meetings/Seminars/Conference	-			\$ -
				\$ -
				\$ -
				\$ -
<b>Total Operating</b>	<b>\$ 820,765.00</b>	<b>\$ 709,016.61</b>	<b>\$ 88,031.41</b>	<b>\$ 23,716.98</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$ -	\$ -		\$ -
<b>Total Services Expenses</b>	<b>\$ 876,000.00</b>	<b>\$ 734,041.16</b>	<b>\$ 89,052.21</b>	<b>\$ 52,906.63</b>



**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2014-2015**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Year to Date</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>	<b>Revised at 8/31/15</b>	<b>thru July 2015</b>	<b>Aug-15</b>	<b>Sep 2015 to Sept 2015</b>
President & CEO	\$ 35,000.00	\$ 30,461.86	\$ 1,986.53	\$ 2,551.61
VP of Administration	6,000.00	\$ 3,132.25	\$ 133.89	\$ 2,733.86
Assistant Director of Finance	500.00	\$ 196.22	\$ -	\$ 303.78
Accountant	2,000.00	\$ -	\$ -	\$ 2,000.00
Bookkeeper	3,000.00	\$ 412.51	\$ 75.00	\$ 2,512.49
Professional Development	1,000.00	\$ 326.53	\$ 46.75	\$ 626.72
Payroll Taxes	5,000.00	\$ 1,877.77	\$ 43.14	\$ 3,079.09
Workers Compensation Insurance	200.00	\$ 101.20	\$ 5.80	\$ 93.00
Pension	3,000.00	\$ 930.95	\$ 64.73	\$ 2,004.32
Employee Group Insurance	11,000.00	\$ 6,615.07	\$ 317.79	\$ 4,067.14
Job Advertising	200.00	\$ -		\$ 200.00
New Employee Screening	100.00	\$ -		\$ 100.00
<b>Total Personnel</b>	<b>\$ 67,000.00</b>	<b>\$ 44,054.36</b>	<b>\$ 2,673.63</b>	<b>\$ 20,272.01</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$ 6,000.00	\$ 765.56		\$ 5,234.44
Postage/Shipping	1,000.00	\$ 637.98	\$ 35.41	\$ 326.61
Auditing	1,935.00	\$ 1,192.63	\$ 71.26	\$ 671.11
Travel/Lodging	1,000.00	\$ 4.60	\$ -	\$ 995.40
Rent	12,845.00	\$ 3,572.21	\$ 219.73	\$ 9,053.06
Telephone Service	2,715.00	\$ 927.58	\$ 51.28	\$ 1,736.14
General Business Liability Insurance	575.00	\$ 177.47	\$ 10.62	\$ 386.91
Insurance-Directors & Officers	750.00	\$ 427.21	\$ 25.89	\$ 296.90
Office Expense	9,880.00	\$ 1,898.64	\$ 412.56	\$ 7,568.80
Computer Resources	20,000.00	\$ 16,081.22	\$ -	\$ 3,918.78
				\$ -
<b>Total Operating</b>	<b>\$ 56,700.00</b>	<b>\$ 25,685.10</b>	<b>\$ 826.75</b>	<b>\$ 30,188.15</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$ 300.00	\$ 165.31	\$ 8.94	\$ 125.75
<b>Total Administrative Expenses</b>	<b>\$ 124,000.00</b>	<b>\$ 69,904.77</b>	<b>\$ 3,509.32</b>	<b>\$ 50,585.91</b>